



Market Opportunities *Abroad*

A Workshop on U.S. Government Overseas Procurement of Architectural Services

November 9, 2001

AIA National Headquarters

Washington, D.C.

A program presented by

The American Institute of Architects

International Committee PIA

Cosponsored by

AIA Government Acquisition Policy Council

and

AIA Federal Agency Liaison Group



Join other private- and public-sector architects to discuss issues and trends in the procurement of overseas federal agency projects.

U.S. government agencies have substantial architectural design and construction programs overseas. As the *AIA Firm Survey 2000–2002* showed, over a third of firms with 50 or more employees are currently working on international projects. The same survey showed that within the category of U.S. clients with offshore projects, there was an increase in billings for projects for the federal government.

This workshop will explain how architects can become more involved with the global projects of the U.S. government. Architects will learn about procedures for federal procurement of architectural services. The sessions will provide a forum for discussion of related issues, such as acquisition strategies, selection criteria, team relationships, and project security.

This workshop is aimed at AIA architects with international practices, especially firms that are expanding their markets and scope of services, and their partners in the process—procurement officers and project managers.

Agenda

8:00–8:30 a.m. Registration and continental breakfast

(Social Gallery)

8:30–8:45 a.m. Welcome (AIA Boardroom)

James T. Fitzgerald, FAIA, 2001 Chair, International Committee PIA

8:45–9:30 a.m. Keynote

Overview of the Agency and New Directions at the Office of Overseas Buildings Operations, U.S. Department of State

Major General Charles E. Williams (U.S. Army Corps of Engineers, Ret.), Director and Chief Operating Officer, Office of Overseas Buildings Operations, U.S. Department of State

9:30–noon Session 1

The U.S. Government as a Client

*Office of Overseas Buildings Operations,
U.S. Department of State
Army Corps of Engineers
Naval Facilities Engineering Command*

Representatives of these three federal agencies will explain their design and construction programs and the services they are seeking.

- Who they are—the mission and charge of the agency
- Summary of the fiscal year 2002 budget and future projections, including details of the A/E and construction budget
- Acquisition policy and selection criteria
- Project delivery methods
- Expertise and capabilities the agencies are looking for in architecture firms.

10:15 a.m. Coffee break (*Social Gallery*)

10:30 a.m. Continuation of Session 1

12:00–1:00 p.m. Lunch (*Social Gallery*)

1:00–3:00 p.m. Session 2

Process and Product: Issues in Government Procurement Procedures

A panel of architects and project managers discusses various acquisition strategies and the relative advantages and disadvantages of each. Topics include finding partners (other architects, as well as engineers, project managers, etc.), building team dynamics, and strengthening and expanding the role of architects in government projects.

3:00 p.m. Coffee break

3:15–5:00 p.m. Session 3

Security Issues of Overseas Projects

This panel will discuss security from different points of view. Integrity of data and protection of information and communication networks are critical in international projects. Another important issue that architecture firms must deal with is security clearances for personnel

assigned to overseas projects. Who grants a security clearance and how long does it take to obtain one? What is necessary to maintain a clearance? What liability issues should firms that send personnel abroad consider? What other liabilities and complications should firms plan for?

5:00 p.m. Conference Wrap-up

5:15 p.m. Reception

Closing remarks by *Admiral T. Joseph Lopez (Ret.)*, Senior Vice President of Government Operations, Brown & Root Services, Kellogg Brown & Root

General Information

Continuing Education—Participants may earn up to 5 AIA Continuing Education System (CES) learning units (LUs) for attending the entire workshop.

Workshop Registration—Mail completed registration form with payment to:

The American Institute of Architects
P.O. Box 64146
Baltimore, MD 21264-4146

For registration questions please contact Ellen Delage, Director, International Relations, at 202-626-7415.

Registration Policy—Registrations **received** after Wednesday, October 31, will not be processed in time to be included in the attendee roster. Registration and nametags will be provided on-site.

Cancellation Policy—Refunds, less a \$50 cancellation fee, will be made for cancellations received in writing by Friday, November 2, 2001. No cancellation refund is available after that date.

Travel and Lodging Information—You may choose to use the American Express Travel Services, the official AIA travel agency. Call 888-751-3716 to make reservations.

These hotels may give preferential rates to AIA members:

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| Washington Suites, Georgetown 2500 Pennsylvania Avenue, NW Washington, DC 877-736-2500 | State Plaza Hotel 2117 E Street, NW Washington, DC 800-424-2859 |
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Registration Form

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AIA National Headquarters | Washington, D.C.

Space is limited. Registrations will be accepted on a first-come-first-served basis.

Name AIA FAIA Assoc. AIA

First name (as it should appear on badge)

AIA member number

Firm/organization

Street address

City

State

ZIP

Phone

Fax

Email

Registration Fee: \$150.00

Fee includes workshop sessions, continental breakfast, lunch, coffee breaks, and the evening reception.

Method of Payment

- Check payable to the AIA Visa
 MasterCard AMEX Purchase order

Card number

Expiration date

Card holder

Authorized signature (required)

Registrations received without payment will not be processed. (5100355025-1-1-NK-10-1003)